

**DIR Contract Number DIR-SDD-2513**  
**Appendix C Pricing Index**

**Cloud Brokerage**

General Dynamics Information Technologies' (GDIT) experienced staff provides cloud services brokerage and management for multiple cloud provider services to enable enterprises to optimize their consumption of cloud services. GDIT's experienced cloud brokerage staff provides support in the following areas:

- Customer Education
- Cloud Service Provider Analysis of Alternatives
- Solution Design
- Cloud Integration
- Ordering: Sourcing, Arbitrage and Procurement
- Provisioning: Service/User Provisioning and Deployment
- Cloud Demand and Capacity Monitoring
- Security Assessment
- Managed Billing

GDIT will assist each agency in selecting cloud providers based on their unique needs and requirements. We can provide analyses of alternatives to identify the most appropriate cloud service providers with justification. We will ensure that data stored within the cloud is stored according to each agency's data location requirements. We will help agencies ensure that their data is stored within the continental US and meets any applicable requirements for encryption and/or compliance (e.g. ITAR, HIPAA, CJIS, FedRAMP, FISMA, NIST RMF, etc.)

Pricing for Cloud Broker services is based on cloud service provider's MSRP. The following pricing is not-to-exceed pricing.

<b>Service Provider</b>	<b>Customer Discount (includes DIR Administrative Fee)</b>
Amazon Web Services (AWS) – Must be purchased with AWS Business Support	Amazon Published MSRP + 5% Cloud Broker Fee
AWS Business Support – Must be purchased with all AWS orders	Amazon Published MSRP + 5% Cloud Broker Fee  Amazon Published MSRP is:  Greater of \$100 - or - 10% of monthly AWS usage for the first \$0-\$10K 7% of monthly AWS usage from \$10K- \$80K 5% of monthly AWS usage from \$80K- \$250K 3% of monthly AWS usage from \$250K+

<b>Service Provider</b>	<b>Item</b>	<b>Customer Discount (includes DIR Administrative Fee)</b>
Verizon Terremark	Enterprise Cloud Resource Bundle - 1Ghz, 2GB MEM	MSRP - 15%
Verizon Terremark	Enterprise Cloud Resource Bundle (Large Memory VM) 5Ghz, 20GB MEM	MSRP - 8.5%
Verizon Terremark	100GB Enterprise Cloud Compute Pool Fiber Storage	MSRP - 15%
Verizon Terremark	Multi-Factor Phone Authentication, Per User	MSRP - 4.5%
Verizon Terremark	100GB Additional Enterprise Cloud VM Upload Storage	MSRP - 4.5%
Verizon Terremark	Enterprise Cloud LAN-LAN VPN: Initial Network + 1 x 1Mbps Tunnel	MSRP - 4.5%
Verizon Terremark	Enterprise Cloud LAN-LAN VPN: Initial Network + 1 x 3Mbps Tunnel	MSRP - 4.5%
Verizon Terremark	Enterprise Cloud LAN-LAN VPN: Initial Network + 1 x 6Mbps Tunnel	MSRP - 4.5%
Verizon Terremark	Enterprise Cloud LAN-LAN VPN: Initial Network + 1 x 10Mbps Tunnel	MSRP - 4.5%
Verizon Terremark	250GB Enterprise Cloud Shared NAS Storage (min 1TB)	MSRP - 8.5%
Verizon Terremark	Utility Essential Security Bundle (10Mbps/10 Servers)	MSRP - 4.5%
Verizon Terremark	100GB Enterprise Cloud Vembu Backup Storage	MSRP - 4.5%
Verizon Terremark	VDR - Application-replicated virtual machines	MSRP - 4.5%
Verizon Terremark	VDR - Array-replicated virtual machines	MSRP - 4.5%
Verizon Terremark	VDR - hypervisor-replicated virtual machines	MSRP - 4.5%
Verizon Terremark	VDR - Additional usable 1000 GB storage.	MSRP - 4.5%
Verizon Terremark	VDR - Additional GB RAM	MSRP - 4.5%
Verizon Terremark	VDR - Additional GHz CPU	MSRP - 4.5%
Verizon Terremark	SRO - 1000 GB Storage	MSRP - 8.5%
Verizon Terremark	Hybrid Deployment Suite: 1/4 Cabinet - Single Device (8U, 360W)	MSRP - 4.5%
Verizon Terremark	Hybrid Deployment Suite: 1/4 Cabinet (8U, 1.6kW)	MSRP - 4.5%

<b>Service Provider</b>	<b>Customer Discount (includes DIR Administrative Fee)</b>
Savvis	MSRP + 20% Cloud Broker Fee

<b>Service Provider</b>	<b>Customer Discount (includes DIR Administrative Fee)</b>
Dedicated GDIT Cloud Service Brokerage Platform Instance powered by Gravitant cloudMatrix	MSRP + 20% Cloud Broker Fee

## **Cloud Assessment Services**

General Dynamics Information Technology will draw from our pool of subject matter experts to provide cloud readiness assessments including, decision analysis, deployment plans, systems architecture, application rationalization and refactoring. The following rates represent a 5 percent discount on GDIT's published MSRPs.

<b>GDIT IT Schedule Category Title</b>	<b>DIR Customer Price (includes DIR Administrative Fee)</b>
Cloud Assessment Business Process Reengineering Analyst	\$ 120.72
Cloud Assessment Computer Security Specialist	\$ 86.14
Cloud Assessment Jr. Computer Systems Analyst	\$ 68.04
Cloud Assessment Computer Systems Analyst	\$ 77.87
Cloud Assessment Staff Computer Systems Analyst	\$ 100.61
Cloud Assessment Legacy Systems Analyst	\$ 113.70
Cloud Assessment Jr. Network Engineer	\$ 78.81
Cloud Assessment Network Engineer	\$ 89.03
Cloud Assessment Quality Assurance/IV&V Analyst	\$ 78.81
Cloud Assessment Quality Assurance/IV&V Specialist	\$ 73.20
Cloud Assessment Quality Assurance/IV&V Manager	\$ 128.47
Cloud Assessment Configuration Mgt Spec	\$ 84.68
Cloud Assessment Testing & Validation Spec	\$ 68.08
Cloud Assessment Jr. Program Mgt Specialist	\$ 65.88
Cloud Assessment Program Mgt Specialist	\$ 74.46
Cloud Assessment Jr. Program Support Specialist	\$ 45.34
Cloud Assessment Program Support Specialist	\$ 51.24
Cloud Assessment Jr. Admin/Data Analyst	\$ 37.02
Cloud Assessment Admin/Data Analyst	\$ 42.39
Cloud Assessment Documentation Specialist	\$ 63.59

## **Cloud Technical Services – Labor Categories**

<b>GDIT IT Schedule Category Title</b>	<b>DIR Customer Price (includes DIR Administrative Fee)</b>
Cloud Services Technical Expert 5	\$ 189.66
Cloud Services Technical Expert 4	\$ 257.81
Cloud Services Technical Expert 3	\$ 300.32
Cloud Services Technical Expert 2	\$ 367.51
Cloud Services Technical Expert 1	\$ 436.41
Project Manager/Task Lead	\$ 124.12
Program Manager	\$ 147.04
Sr. Program Manager	\$ 180.87
Jr. Systems Engineer	\$ 71.39
Systems Engineer	\$ 86.14
Staff Systems Engineer	\$ 103.34
Sr. Systems Engineer	\$ 111.04
Principal Systems Engineer	\$ 125.41
Sr. Principal Systems Engineer	\$ 142.03
Jr. Software Engineer	\$ 74.46
Software Engineer	\$ 86.52
Staff Software Engineer	\$ 109.01
Sr. Software Engineer	\$ 125.41
Principal Software Engineer	\$ 142.03
Software Architect	\$ 154.88
Sr. Computer Security Specialist	\$ 117.71
Jr. Database Architect	\$ 70.30
Database Architect	\$ 89.03
Sr. Database Architect	\$ 113.70
Web Tech Administrator	\$ 95.75
Web Content Manager	\$ 77.30
Sr. Computer Systems Analyst	\$ 113.70
Principal Computer Systems Analyst	\$ 128.47
Staff Network Engineer	\$ 113.70
Sr. Network Engineer	\$ 128.47
Principal Network Engineer	\$ 153.29
Sr. Network Administrator	\$ 111.04
Network/Computer Support Technician	\$ 48.80
Sr. Network/Computer Support Technician	\$ 65.21
Network/Computer Support Specialist	\$ 78.81

<b>GDIT IT Schedule Category Title</b>	<b>DIR Customer Price (includes DIR Administrative Fee)</b>
Computer System/Network Integ Eng	\$ 113.70
Sr. Configuration Mgt Spec	\$ 113.70
Training Specialist/Instructor	\$ 71.79
Sr. Training Specialist/Instructor	\$ 89.03
Training Specialist	\$ 78.81
Sr. Training Specialist	\$ 86.52
Principal Training Specialist	\$ 111.04
Principal Testing & Validation Spec	\$ 89.03
Sr. Instructional Sys Designer	\$ 89.03
Sr. Program Mgt Specialist	\$ 86.52
Principal Program Mgt Specialist	\$ 111.04
Sr. Program Support Specialist	\$ 58.25
Sr. Documentation Specialist	\$ 78.81
Technical Writer	\$ 51.71
Technical Editor	\$ 86.52